

Message Text

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PAGE 01 LILONG 00732 170935Z
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----126567 171020Z /17

P R 170910Z MAY 78
FM AMEMBASSY LILONGWE
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 1890

UNCLAS LILONGWE 0732

E.O. 11652: N/A
TAGS: BTRA, MI
SUBJECT: FOREIGN BUYER PROGRAM: F.S. MIJIGA

1. MALAWI'S POSTMASTER GENERAL (AND CHIEF TELECOMMUNICATION OFFICIAL) F.S. MIJIGA WILL BE IN WASHINGTON MAY 22- 30 TO ATTEND INTERNATIONAL TELECOMMUNICATIONS SATELLITE ORGANIZATION (INTELSAT) CONFERENCE. MIJIGA IS INTERESTED IN MEETING TECHNICAL AND SALES REPRESENTATIVES FROM U.S. TELECOMMUNICATIONS FIRMS DURING MAY 31 - JUNE 2 PERIOD. HE PREFERS APPOINTMENTS IN WASHINGTON BUT COULD ALSO TRAVEL TO NEW YORK CITY FOR USEFUL MEETINGS. MIJIGA COULD ALSO EXTEND HIS STAY BEYOND JUNE 2 IF ENOUGH CONTACTS GENERATED.

2. GOVERNMENT OF MALAWI (GOM) RUNS ENTIRE LOCAL TELECOMMUNICATIONS SYSTEM. IT CURRENTLY PROCURES SUPPLIES, INCLUDING SOME U.S. EQUIPMENT, THROUGH EUROPEAN BUYING AGENTS. DIRECT CONTACT WITH MIJIGA WOULD OFFER U.S. FIRMS GOOD POSSIBILITY OF INCREASING SALES TO MALAWI MARKET.

3. MIJIGA IS SPECIFICALLY INTERESTED IN THE FOLLOWING EQUIPMENT: MICROWAVE, PRIVATE BRANCH AUTOMATIC EXCHANGE (PABX), TELEPHONE, AND SINGLE CHANNEL PER CARRIER(SCPC) RADIO EQUIPMENT. MALAWI IS ALSO EXPLORING THE FEASIBILITY OF OPENING A SECOND LAND STATION FOR SATELLITE COMMUNICATION. WHILE MIJIGA

UNCLASSIFIED

PAGE 02 LILONG 00732 170935Z

WANTS TO MEET AS MANY REPS FROM AMERICAN FIRMS HANDLING ABOVE EQUIPMENT, HE INFORMED EMBASSY THAT THE FOLLOWING FIRMS ARE OF PARTICULAR INTEREST:

A. NORTH ELECTRIC CO.
ELECTRONICS DIVISION
GALION, OHIO 44833

B. DIGITAL TELEPHONE SYSTEMS INC.

1 COMMERCE BLVD.

NAVATO, CA. 94977

C. CALIFORNIA MICROWAVE

455 WEST MAUDE AVE.

SUNNYVALE, CA. 94086

IF POSSIBLE, MIJIGA WOULD LIKE TO VISIT A TELECOMMUNICATION EQUIPMENT MANUFACTURING PLANT.

4. CONTACT WITH MIJIGA DURING INTELSAT CONFERENCE CAN BE MADE THROUGH D.Y. KALILANGWE, MALAWIAN EMBASSY, WASHINGTON (TEL: 202-296-5530). MIJIGA INTENDS TO STAY AT GRAMERCY INN, 1616 RHODE ISLAND AVE. (202-347-9550). STEVENSON

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Message Attributes

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Draft Date: 17 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978LILONG00732
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780207-0723
Format: TEL
From: LILONGWE
Handling Restrictions: n/a
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2668328
Secure: OPEN
Status: NATIVE
Subject: FOREIGN BUYER PROGRAM: F.S. MIJIGA
TAGS: BTRA, MI
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/60243e9c-c288-dd11-92da-001cc4696bcc
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